

## Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 AGR-10 EB-07 COME-00 USIA-15 CIAE-00

INR-07 NSAE-00 SIL-01 LAB-04 /055 W

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R 171929Z DEC 75

FM AMEMBASSY PORT OF SPAIN

TO SECSTATE WASHDC 8600

INFO AMEMBASSY KINGSTON

AMEMBASSY SANTO DOMINGO

UNCLAS PORT OF SPAIN 3028

ALSO FOR USDA, SANTO DOMINGO FOR AGATT

E.O. 11652: N/A

TAGS: BEXP, EAGR, TD

SUBJECT: FAS-SPONSORED BULK FOOD EXHIBIT, PORT OF SPAIN,  
JANUARY 27-28

REF: KINGSTON 4904

1. IN CONTRAST TO CONCLUSIONS REPORTED BY AMEMBASSY KINGSTON REGARDING SALES PROSPECTS AND OVERALL USEFULNESS OF PLANNED FOOD EXHIBIT IN KINGSTON, WE BELIEVE THAT THIS EXHIBIT HAS EXCELLENT CHANCE OF SUCCESS IN PORT OF SPAIN AND URGE USDA MAKE EFFORT TO MAINTAIN EXHIBITOR INTEREST IN COMING TO PORT OF SPAIN EVEN IF KINGSTON EXHIBIT CANCELLED. UR CONCLUSION IS BASED UPON TRINIDAD'S RELATIVELY STRONG ECONOMIC POSITION, LACK OF FOREIGN-EXCHANGE-RELATED IMPORT CONTROLS, AND GOVERNMENT'S INTEREST IN PROMOTING LOCAL INVOLVEMENT IN FOOD PROCESSING. THIS LONG-PLANNED TRADE PROMOTION EVENT SHOULD HELP NEW-TO-MARKET EXPORTERS GAIN A FOOTHOLD IN THE GROWING MARKET FOR IMPORTED FOOD STUFFS IN THE EASTERN CARIBBEAN OVER THE NEXT FEW YEARS.

2. AGATT AND USDA/TRADE PROMOTION OFFICER FRANCIS MET WITH SENIOR ADVISER IN MINISTRY OF INDUSTRY AND COMMERCE THIS WEEK TO DISCUSS IMPORT ELIGIBILITY OF PRODUCTS PROPOSED FOR  
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PROMOTION BY 15 EXHIBITORS AND CONCLUDED THAT NEARLY ALL MAY BE

APPROPRIATELY PROMOTED. ONLY ITEMS TOTALLY INADMISSABLE ARE CHICKEN, RICE AND KIDNEY BEANS, BUT EVEN THESE MAY BE OF INTEREST TO OTHER AREA MARKETS. WHILE MANY OTHER ITEMS ARE INCLUDED ON GOTT'S "NEGATIVE LIST", MINISTRY OFFICIAL STRESSED THAT THIS SIGNIFIES ONLY THAT A PRIOR LICENSE IS REQUIRED AND HE SAID LICENSES WOULD BE GRANTED FREELY FOR ITEMS A) IN SHORT SUPPLY LOCALLY (E.G., HAMS); B) IN BULK FOR REPROCESSING AND PACKAGING; OR C) THAT DIFFER SIGNIFICANTLY FROM ITEMS PRODUCED LOCALLY.

3. MISSION-WIDE EFFORT IS BEING MADE TO URGE ATTENDANCE BY FOOD IMPORTERS FROM OTHER EASTERN CARIBBEAN AREAS (BARBADOS, CURACAO, AND GUYANA), SO THERE SHOULD BE AMPLE SALES OPPORTUNITIES FOR THOSE GOODS NOT PARTICULARLY SUITABLE FOR TRINIDAD MARKET.

4. EMBASSY AND AGATT RECOMMEND THAT ALL EXHIBITORS BE REMINDED THAT BEST PROSPECTS IN TRINIDAD AND TOBAGO EXIST FOR FOOD ITEMS SOLD IN BULK FOR FURTHER PROCESSING LOCALLY, AND THAT EVERY EFFORT BE MADE TO AVOID ANY EMPHASIS ON ITEMS IN CONSUMER-SIZED PACKAGES.

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## Message Attributes

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